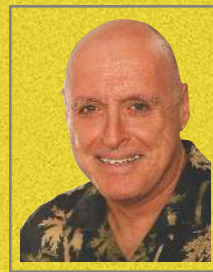


THE EXTRA POINT

BY JERRY ROBERTS



721 Moving Up in 2021 (Retrospective) – Part 4

2021 is about to make its debut, and this week we've been talking about all the things we had wanted to do in 2020. Would those still be relevant with what has happened? I'm Jerry Roberts and that's next, on The Extra Point.

A year ago, we had plans for all the things we were going to get done in 2020. Just the way that sounded made us excited. Now we're back again, with hope that next year is better than this year. So far, we mentioned:

1. Add value to your job. Step up and deliver.
2. Start a positive virus where you work. Be a dispenser of enthusiasm.
3. Tell your boss you want more. Ask for work or special projects that will let you prove you can handle more responsibility.
4. Be accountable. Establish your credibility.
5. Get a coach or mentor. This can be a fast track to growth.
6. Plan your development for 2021 by making a list of the learning you want. Prove that the money invested in your training provides a good return on investment.

Frankly, if you do any one of these things, your year will likely be better than 2020 was. Now, the final three points on our list for 2021.

7. Get to know as many people as possible in the organization. Why? Because it increases your influence. Making friends and developing relationships results in greater enjoyment on the job. It also helps when you come up against conflict.

Let's be clear. Just showing up and saying hello to somebody every day for five years does not count as a relationship. Put some effort into this. When it's time for a break, seek out a

different person every day. Ask questions and find out what they're about.

Good things can come your way when you add to your influence. It's worked in my life, as well as for many people I know.

Some people will say, "But I'm not good at meeting people. I never know what to say." I get it. I said the same thing to myself, and it was hard to connect. You know what? It was easier the second time, and the third. Just get started.

9. Do the little things. The examples I've used are picking up trash in the parking lot, when others walk right by it. Or answering the phone when others let it ring and ring.

If you owned the company, what would you do? Would you ignore the phone ringing, or leave the trash where it is? Of course not. So, act like you own the place.

10. Become a problem solver. It's one of the absolute strongest attributes you can have. It is one of the greatest compliments anyone can pay you. "Hey, now there goes a world-class problem solver."

Let's be straight here...none of this qualifies as being rocket science. There's nothing holding you back from doing all of it. Imagine if you added all of these ideas to your new year's strategy. Grab the series on our web site and sketch out your plan for 2021.

That's The Extra Point. Be responsible and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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